



U.S. Fact Sheet

United States Overview

The U.S. West and U.S. East are Hawai'i's two largest source markets for visitors, with domestic air seats accounting for 70 percent of total seats to the state in 2019. The U.S. West market includes visitors who travel to the Hawaiian Islands from the 12 U.S. states west of the Rockies, and U.S. East includes all other states.

HTA continues to work with the Hawai'i Visitors & Convention Bureau to market and promote Hawai'i to reach the "avid travelers" and now the "avid explorers." In 2020, activities occurring in the market include the continuation of the 'Hawai'i Rooted' campaign to integrate visitor engagement opportunities and change perceptions by sharing our unique culture and activities available to visitors and the promotion of the *Kuleana* messages designed to increase visitors' safety and shape their behavior while on-island.

Year-to-date August 2020 Quick Facts¹

| | |
|--------------------------|---------------------------------------|
| Visitor Expenditures: | NA (Not available) |
| Primary Purpose of Stay: | Pleasure (1,163,115) vs. MCI (90,548) |
| Average Length of Stay: | 10.30 days |
| First Time Visitors: | 24.4% |
| Repeat Visitors: | 75.6% |

U.S. Total

| U.S. TOTAL (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | 2020* Forecast | % Change 2019 vs 2020 Forecast | YTD Aug. 2020P | YTD Aug. 2019 | % change YTD |
|-------------------------------------|------------|------------|-----------------------|----------------|--------------------------------|----------------|---------------|--------------|
| Visitor Expenditures* (\$ Millions) | 11,118.3 | 11,636.2 | 4.7% | NA | NA | NA | 7,984.9 | NA |
| Visitor Days | 59,030,584 | 61,786,807 | 4.7% | NA | NA | 15,368,436 | 42,851,073 | -64.1% |
| Arrivals | 6,377,352 | 6,871,839 | 7.8% | NA | NA | 1,492,261 | 4,771,257 | -68.7% |
| Average Daily Census | 161,728 | 169,279 | 4.7% | NA | NA | 62,985 | 176,342 | -64.3% |
| Per Person Per Day Spending* (\$) | 188.3 | 188.3 | 0.0% | NA | NA | NA | 186.3 | NA |
| Per Person Per Trip Spending* (\$) | 1,743.4 | 1,693.3 | -2.9% | NA | NA | NA | 1,673.5 | NA |
| Length of Stay (days) | 9.26 | 8.99 | -2.9% | NA | NA | 10.30 | 8.98 | 14.7% |

*Dept. of Business, Economic Development & Tourism (DBEDT) 2020 forecasts were not available at the time of report publication.

¹ 2020 visitor data are preliminary. 2019 and 2018 visitor data are the final numbers and reflect updated airfare statistics from DIO Mi Airline database, and final passenger counts from Airline Traffic Summary reports.

U.S. West

| | 2018 | 2019 | % Change 2019 vs 2018 | 2020* Forecast | % Change 2019 vs 2020 Forecast | YTD Aug. 2020P | YTD Aug. 2019 | % change YTD |
|-------------------------------------|------------|------------|--------------------------------|-------------------|--|-------------------|------------------|--------------------|
| U.S. WEST MMA (by Air) | | | | | | | | |
| Visitor Expenditures* (\$ Millions) | 6,588.4 | 6,952.0 | 5.5% | NA | NA | NA | 4,685.8 | NA |
| Visitor Days | 37,477,016 | 39,752,689 | 6.1% | NA | NA | 9,332,992 | 27,089,212 | -65.5% |
| Arrivals | 4,203,894 | 4,595,319 | 9.3% | NA | NA | 953,559 | 3,141,739 | -69.6% |
| Average Daily Census | 102,677 | 108,911 | 6.1% | NA | NA | 38,250 | 111,478 | -65.7% |
| Per Person Per Day Spending* (\$) | 175.8 | 174.9 | -0.5% | NA | NA | NA | 173.0 | NA |
| Per Person Per Trip Spending* (\$) | 1,567.2 | 1,512.8 | -3.5% | NA | NA | NA | 1,491.5 | NA |
| Length of Stay (days) | 8.91 | 8.65 | -3.0% | NA | NA | 9.79 | 8.62 | 13.5% |

*Dept. of Business, Economic Development & Tourism (DBEDT) 2020 forecasts were not available at the time of report publication.

U.S. East

| | 2018 | 2019 | % Change 2019 vs 2018 | 2020* Forecast | % Change 2019 vs 2020 Forecast | YTD Aug. 2020P | YTD Aug. 2019 | % change YTD |
|-------------------------------------|------------|------------|--------------------------------|-------------------|--|-------------------|------------------|--------------------|
| U.S. EAST MMA (by Air) | | | | | | | | |
| Visitor Expenditures* (\$ Millions) | 4,529.9 | 4,684.2 | 3.4% | NA | NA | NA | 3,299.0 | NA |
| Visitor Days | 21,553,568 | 22,034,119 | 2.2% | NA | NA | 6,035,444 | 15,761,860 | -61.7% |
| Arrivals | 2,173,458 | 2,276,520 | 4.7% | NA | NA | 538,703 | 1,629,517 | -66.9% |
| Average Daily Census | 59,051 | 60,367 | 2.2% | NA | NA | 24,735 | 64,864 | -61.9% |
| Per Person Per Day Spending* (\$) | 210.2 | 212.6 | 1.2% | NA | NA | NA | 209.3 | -61.7% |
| Per Person Per Trip Spending* (\$) | 2,084.2 | 2,057.6 | -1.3% | NA | NA | NA | 2,024.5 | NA |
| Length of Stay (days) | 9.92 | 9.68 | -2.4% | NA | NA | 11.20 | 9.67 | 15.8% |

*Dept. of Business, Economic Development & Tourism (DBEDT) 2020 forecasts were not available at the time of report publication.

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Market Summary

Due to the COVID-19 pandemic, all passengers arriving from out-of-state during August were required to abide by a mandatory 14-day self-quarantine. Exemptions include travel for essential reasons like work or healthcare. The U.S. Centers for Disease Control and Prevention (CDC) also continued to enforce its “No Sail Order” on all cruise ships.

In August 2020, 12,778 visitors (420,750 in August 2019) arrived from U.S. West and 7,407 visitors (199,659 in August 2019) came from the U.S. East. Visitor spending data were not available.

U.S. West

- Through the first eight months of 2020, arrivals decreased 69.6 percent to 953,559 visitors. Visitor days dropped 65.5 percent. The average daily census showed 38,250 visitors per day, down 65.7 percent compared to the first eight months of 2019.
- Scheduled air seats for the first eight months of 2020 fell 55.6 percent compared to a year ago, due to reduced service from Denver (-64.1%), Las Vegas (-61.1%), Long Beach (-64.2%), Los Angeles (-59.0%), Phoenix (-64.6%), Portland (-57.5%), San Diego (-60.8%), San Francisco (-55.2%) and Seattle (-46.6%).
- In 2019, the U.S. West market reported a 5.5 percent gain in visitor spending to \$6.95 billion. Visitor arrivals (+9.3% to 4,595,319 visitors) and visitor days (+6.1%) increased but daily visitor spending was down slightly (-0.5% to \$175 per person) compared to 2018. The average daily census showed 108,911 visitors per day in 2019, an increase of 6.1 percent compared to 2018.
- In 2019, scheduled air seats from U.S. West grew 5.5 percent compared to 2018.

U.S. East

- Through the first eight months of 2020, arrivals declined 66.9 percent to 538,703 visitors. Visitor days fell 61.7 percent. The average daily census showed 24,735 visitors per day, a decrease of 61.9 percent compared to year-to-date 2019.
- Scheduled air seats declined 56.6 percent for the first eight months of 2020 as a result of reduced service from Atlanta (-62.0%), Chicago (-49.5%), Dallas (-50.3%), Houston (-62.8%), Minneapolis (-63.6%), Newark (-63.8%), New York JFK (-63.4%) and Washington D.C. (-77.5%).
- In 2019, spending by U.S. East visitors rose 3.4 percent to \$4.68 billion. Visitor arrivals rose(+4.7% to 2,276,520 visitors), visitor days increased (+2.2%) and daily visitor spending was higher (+1.2% to \$213 per person) compared to 2018. The average daily census showed 60,367 visitors per day in 2019, a 2.2 percent growth compared to 2018.
- In 2019, scheduled air seats from U.S. East rose 7.6 percent compared to 2018.

Market Conditions

- According to the Congressional Budget Office's economic projections, real GDP will contract by 5.6 percent in 2020.
- U.S. economic data at the end of summer has been stronger than expected and consistent with a partial rebound in third quarter GDP that followed the historic slide in second quarter GDP. Even with the improving recent data, there is reason to remain cautious for the outlook.
- The Conference Board Consumer Confidence Index decreased in August, after declining in July. The Index now stands at 84.8 (1985=100), down from 91.7 in July.
- The Present Situation Index based on consumers' assessment of current business and labor market conditions – decreased sharply from 95.9 to 84.2. The Expectations Index based on consumers' short-term outlook for income, business, and labor market conditions – declined from 88.9 in July to 85.2 in August.
- The World Travel & Tourism Council (WTTC) has launched a new in-depth data dashboard highlighting the recovery of travel demand across flights and hotels, as well as revealing the shifting intentions of travelers through online travel searches. This interactive COVID-19 Travel Demand Recovery Dashboard was developed by WTTC and represents the global travel and tourism private sector, with support from McKinsey & Company. This tool provides easy access to qualitative and quantitative travel data at the global and regional level as well as for 33 major countries around the world, by revealing travel demand since the beginning of the year and is updated bi-weekly.
- The forecast for domestic scheduled nonstop air seats to Hawai'i for September-November 2020 will decrease by 33.3 percent as compared with the same time period of 2019. The projection is based on flights appearing in Diio Mi airline schedules. Due to the COVID-19 outbreak, the decrease in scheduled air seats is expected to occur in all major market areas including U.S. West (-33.2%) and U.S. East (-34.2%). The situation is being monitored daily and the forecast adjusted accordingly.

Distribution by Island

U.S. Total

| U.S. TOTAL (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P | YTD Aug. 2019 | % change YTD |
|---------------------|-----------|-----------|--------------------------|-------------------|------------------|-----------------|
| O'ahu | 3,043,894 | 3,326,507 | 9.3% | 740,367 | 2,317,219 | -68.0% |
| Maui County | 2,315,314 | 2,488,629 | 7.5% | 496,244 | 1,715,580 | -71.1% |
| Maui | 2,277,080 | 2,449,124 | 7.6% | 486,081 | 1,688,756 | -71.2% |
| Moloka'i | 41,167 | 42,603 | 3.5% | 10,159 | 29,596 | -65.7% |
| Lāna'i | 55,484 | 59,810 | 7.8% | 11,817 | 41,605 | -71.6% |
| Kaua'i | 1,134,420 | 1,135,672 | 0.1% | 237,448 | 787,515 | -69.8% |
| Island of Hawai'i | 1,183,715 | 1,251,171 | 5.7% | 291,869 | 871,651 | -66.5% |

U.S. West

| U.S. WEST MMA (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P | YTD Aug. 2019 | % change YTD |
|------------------------|-----------|-----------|--------------------------|-------------------|------------------|-----------------|
| O'ahu | 1,795,039 | 2,005,506 | 11.7% | 433,588 | 1,374,620 | -68.5% |
| Maui County | 1,501,888 | 1,641,441 | 9.3% | 307,165 | 1,109,785 | -72.3% |
| Maui | 1,477,805 | 1,616,213 | 9.4% | 300,624 | 1,093,160 | -72.5% |
| Moloka'i | 24,176 | 25,823 | 6.8% | 6,048 | 17,537 | -65.5% |
| Lāna'i | 28,258 | 31,672 | 12.1% | 6,297 | 20,961 | -70.0% |
| Kaua'i | 719,930 | 730,725 | 1.5% | 145,549 | 497,265 | -70.7% |
| Island of Hawai'i | 729,244 | 786,520 | 7.9% | 181,213 | 537,991 | -66.3% |

U.S. East

| U.S. EAST MMA (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P | YTD Aug. 2019 | % change YTD |
|------------------------|-----------|-----------|--------------------------|-------------------|------------------|-----------------|
| O'ahu | 1,248,855 | 1,321,001 | 5.8% | 306,779 | 942,599 | -67.5% |
| Maui County | 813,426 | 847,188 | 4.2% | 189,079 | 605,795 | -68.8% |
| Maui | 799,275 | 832,911 | 4.2% | 185,457 | 595,597 | -68.9% |
| Moloka'i | 16,991 | 16,780 | -1.2% | 4,111 | 12,059 | -65.9% |
| Lāna'i | 27,226 | 28,138 | 3.3% | 5,520 | 20,644 | -73.3% |
| Kaua'i | 414,489 | 404,948 | -2.3% | 91,899 | 290,250 | -68.3% |
| Island of Hawai'i | 454,472 | 464,651 | 2.2% | 110,656 | 333,660 | -66.8% |

Airlift

| | 2020 | | | | | 2019 | | | | | %CHANGE | | | | |
|-----------------|-----------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|-------|-------|-------|--------|
| | Q1 | Q2 | Q3 | Q4 | Annual | Q1 | Q2 | Q3 | Q4 | Annual | Q1 | Q2 | Q3 | Q4 | Annual |
| US WEST | 2,022,576 | 253,873 | 886,662 | 2,235,694 | 5,398,805 | 1,980,931 | 2,196,965 | 2,235,504 | 2,150,895 | 8,564,295 | 2.1 | -88.4 | -60.3 | 3.9 | -37.0 |
| Anchorage | 29,256 | | | 21,465 | 50,721 | 29,764 | 15,741 | 14,628 | 27,685 | 87,818 | -1.7 | | | -22.5 | -42.2 |
| Bellingham | | | | | | 10,494 | 954 | | | 11,448 | | | | | |
| Denver | 80,667 | 507 | 38,655 | 100,607 | 220,436 | 79,820 | 97,006 | 98,072 | 102,804 | 377,702 | 1.1 | -99.5 | -60.6 | -2.1 | -41.6 |
| Las Vegas | 69,576 | | 21,128 | 68,788 | 159,492 | 64,964 | 68,388 | 66,998 | 71,112 | 271,462 | 7.1 | | -68.5 | -3.3 | -41.2 |
| Long Beach | 16,443 | | 5,481 | 17,388 | 39,312 | 17,010 | 17,199 | 17,388 | 17,388 | 68,985 | -3.3 | | -68.5 | 0.0 | -43.0 |
| Los Angeles | 556,146 | 99,818 | 291,178 | 632,422 | 1,579,564 | 604,098 | 705,462 | 726,420 | 628,714 | 2,664,694 | -7.9 | -85.9 | -59.9 | 0.6 | -40.7 |
| Oakland | 153,858 | 32,375 | 66,283 | 172,436 | 424,952 | 93,691 | 158,972 | 159,449 | 159,671 | 571,783 | 64.2 | -79.6 | -58.4 | 8.0 | -25.7 |
| Phoenix | 102,399 | | 40,402 | 104,863 | 247,664 | 115,694 | 105,113 | 120,802 | 104,074 | 445,683 | -11.5 | | -66.6 | 0.8 | -44.4 |
| Portland | 110,849 | | 33,006 | 98,534 | 242,389 | 119,435 | 110,374 | 79,532 | 99,994 | 409,335 | -7.2 | | -58.5 | -1.5 | -40.8 |
| Sacramento | 71,883 | 700 | 31,290 | 66,976 | 170,849 | 46,044 | 55,310 | 57,040 | 66,661 | 225,055 | 56.1 | -98.7 | -45.1 | 0.5 | -24.1 |
| Salt Lake City | 41,020 | | 2,189 | 25,662 | 68,871 | 39,816 | 17,998 | 17,168 | 24,069 | 99,051 | 3.0 | | -87.3 | 6.6 | -30.5 |
| San Diego | 79,758 | | 54,346 | 111,194 | 245,298 | 85,914 | 89,879 | 94,264 | 90,556 | 360,613 | -7.2 | | -42.3 | 22.8 | -32.0 |
| San Francisco | 332,865 | 55,630 | 159,509 | 353,634 | 901,638 | 335,296 | 385,376 | 403,951 | 379,986 | 1,504,609 | -0.7 | -85.6 | -60.5 | -6.9 | -40.1 |
| San Jose | 114,667 | 525 | 36,385 | 163,935 | 315,512 | 74,158 | 103,154 | 115,532 | 112,798 | 405,642 | 54.6 | -99.5 | -68.5 | 45.3 | -22.2 |
| Seattle | 263,189 | 64,318 | 106,810 | 297,790 | 732,107 | 264,733 | 266,039 | 264,260 | 265,383 | 1,060,415 | -0.6 | -75.8 | -59.6 | 12.2 | -31.0 |
| US EAST | 330,695 | 8,458 | 79,638 | 257,968 | 676,759 | 298,648 | 297,809 | 313,399 | 272,639 | 1,182,495 | 10.7 | -97.2 | -74.6 | -5.4 | -42.8 |
| Atlanta | 24,542 | | | 19,924 | 44,466 | 26,954 | 22,386 | 22,112 | 21,894 | 93,346 | -8.9 | | | -9.0 | -52.4 |
| Boston | 16,958 | | 5,838 | 18,070 | 40,866 | | 18,904 | 21,128 | 18,348 | 58,380 | | | -72.4 | -1.5 | -30.0 |
| Chicago | 74,438 | 1,284 | 16,253 | 55,207 | 147,182 | 67,218 | 51,550 | 53,872 | 55,094 | 227,734 | 10.7 | -97.5 | -69.8 | 0.2 | -35.4 |
| Dallas | 109,434 | 6,318 | 33,375 | 70,497 | 219,624 | 95,004 | 96,096 | 99,099 | 83,274 | 373,473 | 15.2 | -93.4 | -66.3 | -15.3 | -41.2 |
| Detroit | 1,758 | | | 2,260 | 4,018 | | 492 | 10,332 | 2,344 | 13,168 | | | | -3.6 | -69.5 |
| Houston | 32,032 | 856 | 9,870 | 33,488 | 76,246 | 32,760 | 33,124 | 33,488 | 33,488 | 132,860 | -2.2 | -97.4 | -70.5 | 0.0 | -42.6 |
| Minneapolis | 18,459 | | | 2,938 | 21,397 | 21,682 | 17,021 | 12,054 | 3,223 | 53,980 | -14.9 | | | -8.8 | -60.4 |
| New York JFK | 24,892 | | 8,062 | 27,836 | 60,790 | 25,512 | 25,298 | 25,576 | 27,544 | 103,930 | -2.4 | | -68.5 | 1.1 | -41.5 |
| Newark | 21,120 | | 5,520 | 22,080 | 48,720 | 21,600 | 21,840 | 22,080 | 22,080 | 87,600 | -2.2 | | -75.0 | 0.0 | -44.4 |
| Washington D.C. | 7,062 | | 720 | 5,668 | 13,450 | 7,918 | 11,098 | 13,658 | 5,350 | 38,024 | -10.8 | | -94.7 | 5.9 | -64.6 |

Source: Diao Mii airline schedules. Updated July 29, 2020.

Group vs. True Independent; Leisure vs. Business

U.S. Total

| U.S. TOTAL (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P1/ | YTD Aug. 2019 | % change YTD |
|---------------------------------|-----------|-----------|--------------------------|---------------------|------------------|-----------------|
| Group vs True Independent (Net) | | | | | | |
| Group tour | 136,310 | 143,078 | 5.0% | 32,520 | 108,582 | -70.1% |
| True Independent (Net) | 5,233,615 | 5,674,869 | 8.4% | 1,286,893 | 3,906,749 | -67.1% |
| Leisure vs business | | | | | | |
| Pleasure (Net) | 5,277,345 | 5,720,309 | 8.4% | 1,163,115 | 3,987,412 | -70.8% |
| MCI (Net) | 293,911 | 293,659 | -0.1% | 90,548 | 211,614 | -57.2% |
| Convention/Conf. | 184,569 | 171,970 | -6.8% | 59,269 | 117,548 | -49.6% |
| Corp. Meetings | 67,184 | 72,478 | 7.9% | 19,035 | 52,996 | -64.1% |
| Incentive | 52,022 | 59,031 | 13.5% | 15,115 | 48,812 | -69.0% |

U.S. West

| U.S. WEST MMA (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P1/ | YTD Aug. 2019 | % change YTD |
|---------------------------------|-----------|-----------|--------------------------|---------------------|------------------|-----------------|
| Group vs True Independent (Net) | | | | | | |
| Group tour | 62,925 | 67,037 | 6.5% | 14,136 | 49,217 | -71.3% |
| True Independent (Net) | 3,493,923 | 3,836,896 | 9.8% | 837,505 | 2,601,203 | -67.8% |
| Leisure vs business | | | | | | |
| Pleasure (Net) | 3,524,847 | 3,885,753 | 10.2% | 753,853 | 2,666,298 | -71.7% |
| MCI (Net) | 156,181 | 154,692 | -1.0% | 45,828 | 106,797 | -57.1% |
| Convention/Conf. | 96,954 | 91,100 | -6.0% | 29,158 | 59,665 | -51.1% |
| Corp. Meetings | 39,528 | 42,499 | 7.5% | 10,488 | 30,156 | -65.2% |
| Incentive | 24,371 | 25,831 | 6.0% | 7,517 | 20,541 | -63.4% |

U.S. East

| U.S. EAST MMA (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P1/ | YTD Aug. 2019 | % change YTD |
|---------------------------------|-----------|-----------|--------------------------|---------------------|------------------|-----------------|
| Group vs True Independent (Net) | | | | | | |
| Group tour | 73,384 | 76,041 | 3.6% | 18,384 | 59,364 | -69.0% |
| True Independent (Net) | 1,739,692 | 1,837,972 | 5.6% | 449,388 | 1,305,547 | -65.6% |
| Leisure vs business | | | | | | |
| Pleasure (Net) | 1,752,498 | 1,834,556 | 4.7% | 409,262 | 1,321,115 | -69.0% |
| MCI (Net) | 137,730 | 138,967 | 0.9% | 44,721 | 104,817 | -57.3% |
| Convention/Conf. | 87,615 | 80,869 | -7.7% | 30,111 | 57,883 | -48.0% |
| Corp. Meetings | 27,655 | 29,980 | 8.4% | 8,547 | 22,840 | -62.6% |
| Incentive | 27,651 | 33,199 | 20.1% | 7,598 | 28,271 | -73.1% |

1/ Note: Beginning June 2020, certain categories reflect only domestic data (italicized) as international data were not available.

First Timers vs. Repeat Visitors

U.S. Total

| U.S. TOTAL (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P1/ | YTD Aug. 2019 | % change YTD |
|---------------------|------|------|--------------------------|---------------------|------------------|-----------------|
| 1st timers (%) | 26.7 | 26.7 | 0.0 | 24.4 | 27.2 | -2.8 |
| Repeaters (%) | 73.3 | 73.3 | 0.0 | 75.6 | 72.8 | 2.8 |

U.S. West

| U.S. WEST MMA (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P1/ | YTD Aug. 2019 | % change YTD |
|------------------------|------|------|--------------------------|---------------------|------------------|-----------------|
| 1st timers (%) | 19.0 | 19.4 | 0.4 | 17.5 | 19.7 | -2.2 |
| Repeaters (%) | 81.0 | 80.6 | -0.4 | 82.5 | 80.3 | 2.2 |

U.S. East

| U.S. EAST MMA (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P1/ | YTD Aug. 2019 | % change YTD |
|------------------------|------|------|--------------------------|---------------------|------------------|-----------------|
| 1st timers (%) | 41.5 | 41.5 | 0.0 | 36.7 | 41.8 | -5.1 |
| Repeaters (%) | 58.5 | 58.5 | 0.0 | 63.3 | 58.2 | 5.1 |

1/ Note: Beginning June 2020, certain categories reflect only domestic data (italicized) as international data were not available.

Tax Revenue

U.S. Total

| U.S. TOTAL (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P | YTD Aug. 2019 | % change YTD |
|--|----------|----------|--------------------------|-------------------|------------------|-----------------|
| State tax revenue generated* (\$ Millions) | 1,297.79 | 1,358.25 | 4.7% | NA | 932.04 | NA |

*State government tax revenue generated (direct, indirect, and induced)

U.S. West

| U.S. WEST MMA (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P | YTD Aug. 2019 | % change YTD |
|--|--------|--------|--------------------------|-------------------|------------------|-----------------|
| State tax revenue generated* (\$ Millions) | 769.04 | 811.48 | 5.5% | NA | 546.96 | NA |

*State government tax revenue generated (direct, indirect, and induced)

U.S. East

| U.S. EAST MMA (by Air) | 2018 | 2019 | % Change 2019 vs 2018 | YTD Aug. 2020P | YTD Aug. 2019 | % change YTD |
|--|--------|--------|--------------------------|-------------------|------------------|-----------------|
| State tax revenue generated* (\$ Millions) | 528.76 | 546.77 | 3.4% | NA | 385.08 | NA |

*State government tax revenue generated (direct, indirect, and induced)